OTTO BERNZ CO., INC.

17-37 ASHLAND STREET NEWARK, N. J., U. S. A.

REFERRING TO OUR

JOBBERS' PRICE LIST

—OF—

"ALWAYS RELIABLE"

FURNACES AND TORCHES FOR EASTERN TRADE

GENTLEMEN:

This price list gives you the present list prices, also the lowest net prices to jobbers and dealers on the complete line of "Always Reliable" patented furnaces and torches which we now manufacture. Our terms from these prices are 2% when invoices are paid in 10 days, otherwise 30 days net.

On export orders we charge an extra 10% to the prices quoted on this price list, which covers the cost of boxing, packing, and additional freight charges. When the additional 10% is charged we allow a discount of 5% when invoices are paid in 10 days, *instead* of the regular 2% as allowed for cash discount on domestic shipments.

Inasmuch as goods shipped into Canada must not be packed for export, the export terms *do not* apply to that country.

We have been in business since 1876, patenting our many improvements, so that we can justly say that our goods are the most practical on the market.

Our furnaces and torches are known universally, as we advertise extensively, and in that way assist the jobbers in marketing our line.

We shall endeavor to market our furnaces and torches through legitimate jobbers, and recommend them to supply their customers at not less than the dealer's prices, thus allowing them a profit of not less than 25% on the selling price.

We shall be glad at all times to take off our customers' hands, at price originally billed, any stock of our make which upon inspection at our factory proves defective, and agree to promptly adjust any complaints reported to us by the purchaser in accordance with the following guarantee:

We warrant each furnace and torch manufactured by us to be free from defects in material and workmanship, and to operate properly under normal use and service. Our obligation under this warranty being limited solely to making good at our factory any part or parts which shall within six months after date of purchase be returned to us, with transportation charges prepaid, and which upon examination shall prove to our satisfaction to have been defective, this warranty being expressly in lieu of all other warranties expressed or implied, or of all other obligations or liabilities on our part, and we neither assume nor authorize any other person to assume for us any other liability in connection with the sale of our articles. This warranty shall not apply to any article of our make which shall have been repaired or altered outside of our own factory, or which has been subjected to misuse, neglect or accident.

Our prices are f. o. b. Newark, N. J., with full freight allowed to destination when furnaces and torches are purchased in dozen lots or over of one kind or assorted, and repairs in $25.00 lots or over.

On export orders our prices are f. o. b. Newark, N. J., with full freight and express allowed to all eastern and southern ports when furnaces, torches and repairs are purchased in the quantities mentioned in the previous paragraph.

Our responsibility ceases when shipments have been delivered to the transportation company in good order. Claims for damage or loss in transit should be made against the company to whom the goods have been entrusted. We shall gladly offer any assistance in proving our customers' claims.

Don't forget, our furnaces and torches are, as our trade mark signifies, "Always Reliable."

We shall be pleased to hear favorably from you when in the market for any goods in our line.

Yours very truly,
OTTO BERNZ CO., INC.,
Newark, N. J., U. S. A.

July 16, 1923.

THESE PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE.

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JOBBERS' PRICE LIST

—OF—

"ALWAYS RELIABLE"

FURNACES AND TORCHES FOR EASTERN TRADE

OTTO BERNZ CO., INC., NEWARK, N. J., U. S. A.

No.	DESCRIPTION	CAPACITY	Cost to You Per Doz.	Cost to You Each	Dealers' Price Each	List Price Each
11	Furnace, gasoline, with large shield	3 quarts	$50.40	4.20	$5.60	$14.00
12	Furnace, gasoline, with large shield	3 quarts	54.00	4.50	6.00	15.00
B	Furnace, kerosene	3 quarts	120.96	10.08	13.44	33.60
B	Tinners' Furnace, kerosene	3 quarts	126.72	10.56	14.08	35.20
B	Telephone Furnace, kerosene	3 quarts	135.36	11.28	15.04	37.60
50	Furnace, gasoline-kerosene	3 quarts	89.28	7.44	9.92	24.80
60	Furnace, gasoline-kerosene	1 gallon	97.92	8.16	10.88	27.20
70	Furnace, gasoline-kerosene	1 gallon	268.92	22.41	29.88	74.70
80	Furnace, gasoline-kerosene	1 gallon	307.08	25.59	34.12	85.30
6	Torch, gasoline-kerosene	1 pint	66.24	5.52	7.36	18.40
7	Torch, gasoline	¼ pint	12.96	1.08	1.44	3.60
9	Torch, gasoline	¾ pint	51.84	4.32	5.76	14.40
10	Torch, alcohol	¼ pint	18.72	1.56	2.08	5.20
12	Torch, alcohol	⅛ pint	5.40	.45	.60	1.50
13	Torch, alcohol	⅛ pint	15.30	1.28	1.70	4.25
	Banjo Torch, gasoline	1 gallon	20.88	1.74	2.32	5.80
31	Torch, gasoline-kerosene	1 quart	67.68	5.64	7.52	18.80
	Motor Spray Cleaners	1 pt. & 1 qt.	43.20	3.60	4.80	12.00
57	Torch, gasoline	1 quart	48.96	4.08	5.44	13.60
58	Torch, gasoline	1 pint	43.20	3.60	4.80	12.00
65	Torch, gasoline	1 quart	57.60	4.80	6.40	16.00
66	Torch, gasoline	1 pint	51.84	4.32	5.76	14.40
79	Torch, gasoline-kerosene	1 quart	61.20	5.10	6.80	17.00
80	Torch, gasoline.kerosene	1 pint	55.44	4.62	6.16	15.40
82	Torch, gasoline-kerosene	2 quarts	115.20	9.60	12.80	32.00
83	Torch, gasoline	1 quart	43.20	3.60	4.80	12.00
84	Torch, gasoline	1 pint	38.70	3.23	4.30	10.75
85	Torch, gasoline	1 quart	36.00	3.00	4.00	10.00
86	Torch, gasoline	1 pint	32.40	2.70	3.60	9.00
87	Torch, gasoline	1 quart	36.00	3.00	4.00	10.00
88	Torch, gasoline	1 pint	32.40	2.70	3.60	9.00

The above net prices allow jobbers a discount of 60-25% from our list prices of furnaces and torches. This discount also applies to the list prices of repairs for those articles. The recommended dealers' discount is 60% from our present list prices.

We always ship Nos. 11 and 12 furnaces with one shield unless order calls for two.

So as to simplify our line we have discontinued manufacturing twenty-one tools. By this action we have found it possible to reduce our prices on the most practical furnaces and torches listed above. These tools will answer for all purposes. We shall, of course, be in a position at all times to furnish repairs for the discontinued articles.

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